

What do you mean, you don't like my offer?

The Science of Settlement – Ideas for Negotiators.



In this entertaining presentation, come learn new insights and techniques for improving your negotiation practice. Drawing on a wide range of findings from a variety of disciplines, Mr. Goldman will explain how hard-wired human predilections can both derail agreements and be used to the negotiators' advantage.

SEC Auditorium

June 10, 2008

12:30 – 1:30

Arrive early, All guests must
pass through Security

Barry Goldman, Esq.

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Author of *The Science of Settlement: Ideas for Negotiators*

Registration: RSVP is required for Security.
Please RSVP your first and last name to dispute@abanet.org no later than June 6.

Disability Accommodations: For disability accommodations contact Leah at meltzerd@sec.gov. Please allow sufficient time to make arrangements.

Presented by:

ABA Section of Dispute Resolution
Federal Interagency ADR Working Group
U. S. Securities and Exchange Commission



U.S. Securities and
Exchange Commission
100 F Street, NE
Washington, DC

Directions to the SEC (located at 100 F Street, NE):
From the Union Station metro stop (red line), take either exit, go up the escalator to the main (ground) floor of Union Station. Walk past the gates to the train tracks, to McDonalds. Just before entering McDonalds, take a left and go through the double glass doors. Walk down the ramp, down the escalator and then walk straight ahead to the SEC lobby and security. **Please allow extra time for SEC Security.**